

*Our goal is clear: help our  
clients move their innovative  
products to production*

# Annual Report

2017



# Message from the Chairman



## ACAMP – An Engine For Innovation



Dr. Sergio Kapusta  
Chairman of the Board

It is an honor and a pleasure to address the Alberta technology community and the ACAMP family.

By way of introduction, I joined the ACAMP Board in 2015, after retiring as Chief Scientist of the Royal Dutch Shell Group. I re-joined the faculty of [Rice University](#), in Houston, where I teach Energy Innovations at the engineering and business schools.

I was very familiar with ACAMP's vision and achievements in my role as main focal point for Shell's advanced sensor technology program. Few organizations have the depth and scope of ACAMP, to transform technology ideas into manufacturable products.

The development of sensing, communications and other electronic technologies with broad applications in the oil and gas sector is what attracted me to work with ACAMP's customers in developing monitoring systems for wells, pipelines and refineries.

I am excited and amazed by the quality of [services](#) that ACAMP provides to its customers, in advancing the high-tech industry in Alberta. Few institutions anywhere in North America can provide these services, especially with the speed and quality of ACAMP.

I am also amazed by the ingenuity of Alberta's (and Canada's) high-tech entrepreneurs, who are creating a new economy to supplement the energy sector, and by the long-term vision that fosters a dynamic business-government-academic partnership in the province.

The opportunities for growth in Alberta are tremendous, and ACAMP is one of its growth engines.

Come join us!

# Letter to Stakeholders

2017 marks ACAMP's 10<sup>th</sup> year in business supporting SME's in all markets.

ACAMP continues to work with its clients to accelerate their development, production and market-entry of micro/nano-technology enabled products from fabrication to embedded systems.

Through the SITI (Smart Infrastructure and Transportation Initiative) funded by the Government of Alberta Department of Economic Development and Trade, ACAMP provides a platform for Alberta-technology SMEs to showcase their technologies and engage MNEs; and for governments, SMEs and MNEs to engage in conversations surrounding the effective, safe deployment of autonomous transportation systems.

This past year we served a wide variety of clients in all markets and made great strides to support MNT product development and the emerging intelligent autonomous systems market.

The ACAMP team has created the AST (Advanced Systems for Transportation) Consortium and developed platform technologies to enable new intelligent autonomous technologies. We have expanded our team to include Robotics, Mechatronics, Positioning and Artificial Intelligence product developers.

We look forward to working with our partners and clients in the coming years, and continuing our shared quest to establish Alberta on the world stage as a provider of unique and market-leading technology solutions.

Sincerely

Ken Brizel, CEO

# Core Strategy

The **Core Strategy** of ACAMP is to:

- *Provide SMEs across Alberta access to the best, most experienced product developers, manufacturing and channel support personnel to solve complex product issues and build then deliver commercially viable MNT Products.*

ACAMP delivers this strategy through implementation of five business functions:

- **Technology & Product Development** - Provide direct, hands-on assistance to Alberta SMEs and others in technology and product development – including design, engineering proof-of-concept, prototype development, testing and low-volume manufacturing;
- **Facilities & Infrastructure** - Provide access to specialized, state-of-the-art equipment and expertise that could not be afforded by SMEs, even in aggregate;
- **System Linkages** - Support clients' needs through access and referrals to other entities and programs within Alberta's innovation ecosystem;
- **Talent Development** - Provide opportunities for growth of Highly Qualified Personnel (HQP) through training on specialized equipment and methods that are key to quality, advanced technologies and systems; and
- **Market / Sector Development** - Through support to client organizations, contribute to the growth of companies, markets and advanced technology sectors in Alberta.

# Highlights

49

New Clients

Completed

147

Projects

7

companies taking  
products to  
market

Over

4,480

HQP Trained

100%

Of clients would  
return for new  
services

Over

93%

SME's

over

355

clients since  
inception

36

AST Consortium  
Members

92%

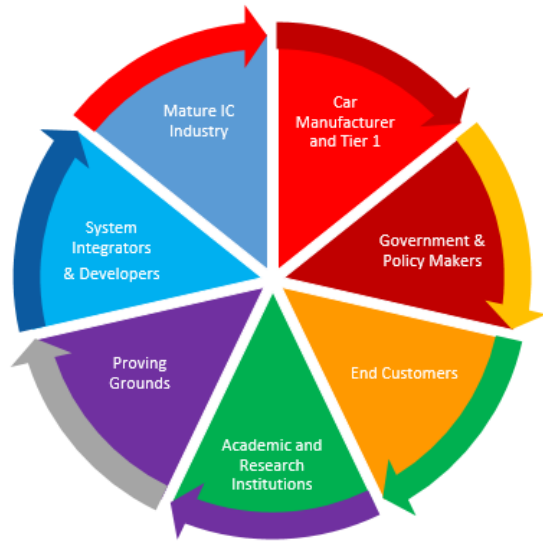
Alberta-based  
clients

3

workshops and  
seminars hosted

6

Patent filings for  
clients



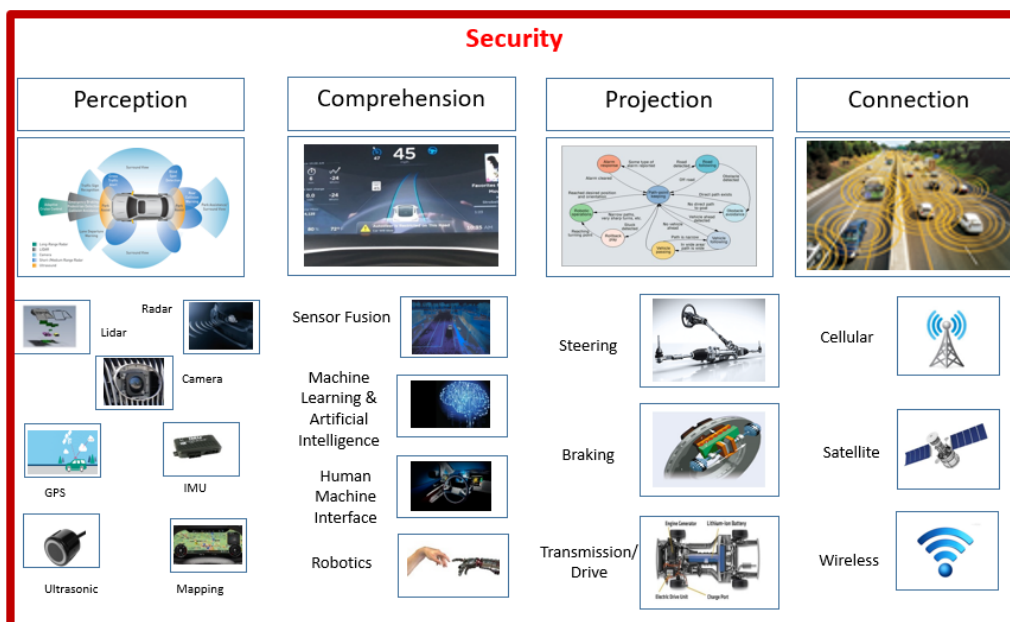
# Intelligent Autonomous Systems

AST (Advanced Systems for Transportation) Consortium was created by ACAMP September 2016 under the Smart Infrastructure and Transportation Initiative (SITI) funded by Economic Development and Trade department in the Government of Alberta.

SITI is organized around three objectives:

1. Facilitate informative, multi-directional communication between international and local industry, government and applied research.
2. Identify and invest in opportunities to commercialize new advanced intelligent systems, products and services, both locally and internationally.
3. Attract world-class HQP in research, development and business that are in critical demand by the advanced intelligent systems in transportation industry and academia, to work in Canada and particularly in Alberta.

## Intelligent Autonomous Systems requirements



ACAMP in the press at CES 2018 Autonomous Vehicle Technologies – covered by 129 News outlets

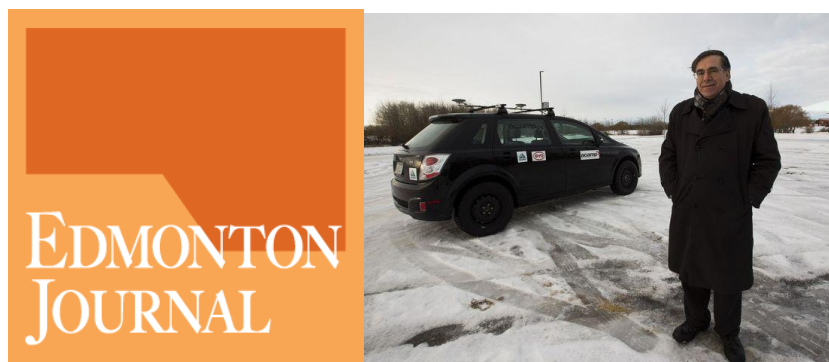
## Press Samples

### Automotive News Canada

#### Alberta technology in AV race after successful driverless demo

“It’s not only happening in the East, it’s happening in the West, as well,” ACAMP’s Rosy Amlani said of autonomous vehicle research.

Alberta has long been a leader in developing oil and gas technologies, but ACAMP is setting its sights on “next-generation transportation and infrastructure solutions,” CEO Ken Brizel said.



#### Alberta group helps companies develop technology to drive autonomous vehicles

“In the next few years, the types of products that go into autonomous systems, the market looks like about \$100 billion,” Ken Brizel said Friday

Siamak Akhlaghi, ACAMP’s Director of Business Development for Autonomous Systems, said Alberta is a good place to perfect such equipment because of the weather. “There are so many challenges to have a solution that would work everywhere: work on ice, work in a desert”.

# Leadership



**Ken Brizel, CEO**

Ken has more than 30 years' experience in managing high technology organizations. An executive with US, European and Asian operational experience over \$100M within high technology based industries. Hands-on business leader and mentor with extensive background in strategy, business development, planning, team building, sales, marketing, engineering, operations and manufacturing. He most recently served as CEO of LightPath Technologies a NASDAQ public company headquartered in Florida with manufacturing operations in Shanghai China. Prior to this, he was a Senior Vice President for Strategy and Business Development at Oplink Communications, Director of Strategic marketing and DSP Business Unit for AT&T/Lucent Microelectronics and senior management positions at GE/RCA and startup Star Semiconductor. Mr. Brizel holds a Master's Degree and Bachelor's Degree in Electrical Engineering and concentration in solid state physics from RPI (Rensselaer Polytechnic Institute) and was awarded the David Sarnoff Award Gold Medallion for Outstanding Technical Achievement at RCA for building the QMOS product line.



**Rosy Amlani, CFO & VP Business Development**

Rosy Amlani is a CMA with more than 20 years' experience in both government commercialization activities and private accounting practice. Rosy has held a management role in government and driven her team to analyze business cases for funding, reviewed targeted support for Western Economic Diversification , actively participated in the development of new commercialization organizations and initiatives, directly supported Alberta investments of over \$200M towards economic diversification. In 2005 was directly involved in the creation of the Alberta Centre for Advanced MNT Products (ACAMP). Rosy has dedicated her career to building and developing strong relationships in the innovation community. Through direct and indirect support, she has helped Alberta companies grow their revenue beyond what they could have achieved by themselves.



**Andrew Carroll Vice President, Engineering**

Andrew is a Professional Engineer with extensive business management experience in the areas of Strategic Planning, Corporate Services, Mergers & Acquisitions and Operations Management. Andrew started his career as a Production Engineer in the oil sands operations in Western Canada. He then moved on to more senior management positions in several fuel delivery, service and manufacturing businesses in the energy industry. He has broad experience managing Corporate Services groups including engineering and quality control, fleet & transportation, procurement and warehousing and project management. In addition he has managed numerous acquisitions and divestiture transactions over his career. Andrew has a Bachelor's of Mechanical Engineering from the University of Calgary and an MBA from the Richard Ivey School at the University of Western Ontario.

Sergio Kapusta	ACAMP Chairman, Former Chief Scientist for Royal Dutch Shell and General Manager of Physics & Materials Research at Shell International E&P Inc.
Jayson Tymko	ACAMP Vice-Chairman, J2 Capital Corp, President
Chris Erickson	ACAMP Director, Founder of Pangaea Ventures
Amolak Grewal	ACAMP Director, President & CEO, HumanEdge Global
Jim Seethram	ACAMP Director, Founder of Orissa Software Inc.
Chris Hartshorn	ACAMP Director, Former CTO Callaghan Innovation & VP Research Lux Research, Inc.
Ken Brizel	ACAMP Director & CEO

# Financial Statements of ACAMP Inc.

Alberta Centre For Advanced Mnt Products

Statement of Financial Position

December 31, 2017, with comparative information for 2016

	2017	2016
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 1,555,420	\$ 1,444,108
Accounts receivable	271,954	186,148
Prepaid expenses and deposits	94,636	77,820
	<u>1,922,010</u>	<u>1,708,076</u>
Capital assets	3,290,579	4,036,067
	<u>\$ 5,212,589</u>	<u>\$ 5,744,143</u>
<b>Liabilities</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 291,068	\$ 362,021
Fund balances:		
Capital fund	3,808,251	4,369,230
Operating fund	1,113,270	1,012,892
	<u>4,921,521</u>	<u>5,382,122</u>
Commitments		
	<u>\$ 5,212,589</u>	<u>\$ 5,744,143</u>

See accompanying notes to financial statements.

On behalf of the Board:

Sergio Kapusta

Leon R. J. J.



Alberta Centre For Advanced Mnt Products

Statement of Financial Position

December 31, 2017, with comparative information for 2016

	Operating fund	Capital fund	2017 Total	2016 Total
Revenue:				
Grants	\$ 3,264,006	\$ 400,000	\$ 3,664,006	\$ 2,400,000
Customer service fees	1,427,393	-	1,427,393	1,021,798
Other	10,478	-	10,478	24,185
	4,701,877	400,000	5,101,877	3,445,983
Expenses:				
Salaries and benefits	3,231,636	-	3,231,636	2,907,279
Amortization	-	924,979	924,979	1,393,306
Office and general	211,552	94,283	305,835	152,021
Consultants	278,837	-	278,837	176,945
Rent	264,800	-	264,800	223,354
Materials and supplies	172,543	-	172,543	57,391
Repairs and maintenance	24,925	121,208	146,133	79,970
Travel	92,176	-	92,176	58,958
Advertising	72,586	-	72,586	80,184
Professional fees	45,934	-	45,934	47,574
Telecommunications	28,016	-	28,016	21,652
Professional development	5,552	-	5,552	12,775
	4,428,557	1,140,470	5,569,027	5,211,409
Other income (expense):				
Interest income on short-term investments	21,955	-	21,955	26,518
Realized foreign exchange loss	(6,018)	-	(6,018)	(3,851)
Realized loss on short-term investments	(9,388)	-	(9,388)	(13,957)
Loss on disposal of capital assets	-	-	-	(1,476)
Earnings (deficiency) of revenues over expenses	\$ 279,869	\$ (740,470)	\$ (460,601)	\$ (1,758,192)

# Partners



# Funding

ACAMP gratefully acknowledges the generous financial support of the following organizations:





## Calgary

Bay 1, 1470 - 28 St NE  
Bay 3, 1480 - 28 St NE  
Calgary, AB T2A 7W6  
Canada  
Phone: +1.403.291.8946

## Edmonton

1919 - 94 St NW  
Edmonton, AB T6N 1E6  
Canada  
Phone: +1.780.468.2443

Email: [info@acamp.ca](mailto:info@acamp.ca) | Web: [www.acamp.ca](http://www.acamp.ca) | Twitter: [@acampmnt](https://twitter.com/acampmnt)

ACAMP (Alberta Centre for Advanced MNT Products) is a not-for-profit organization that provides specialized business services to MNT clients including Marketing & Business Development, Product Development, Packaging, Assembly and Manufacturing.

